

Minority Business Enterprises and Access to Contracts



Grow your business. Build the Nation.

NASA Small Business Procurement Conference

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Ron Uba **Senior Business Development Specialist**

24+ Year Federal Government Career

Bio-Physical Chemist

US Department of Interior / US Geological
Survey Oil / Gas / Mining / H2O

US Department of Commerce / US & Foreign
Commercial Services ITA

US Department of Commerce / US Bureau of the
Census

US Department of Commerce / Minority Business
Development Agency

ABOUT MBDA



MBDA is an agency of the **U.S. DEPARTMENT OF COMMERCE** working on behalf of the nation's minority-owned firms in support of their growth and global competitiveness.

VISION

**Economic prosperity for all American
business enterprises**

MISSION

**To promote the growth of minority-owned business through the
mobilization and advancement of public and private sector
programs, policy, and research**

STRATEGIC FOCUS



EDUCATION, RESEARCH AND INFORMATION

PRODUCE and **PROMOTE INFORMATION** for and about minority business enterprises.

BUSINESS DEVELOPMENT

MAXIMIZE JOB CREATION AND GLOBAL COMPETITIVENESS FOR U.S. MINORITY-OWNED BUSINESSES THROUGH INCREASED ACCESS TO CAPITAL, CONTRACTS AND MARKETS.

POLICY, ADVOCACY, AND OUTREACH

Create informed **POLICY AGENDAS** to **ADVOCATE** for and to conduct **OUTREACH** on behalf of minority business enterprises.

OPERATIONAL EXCELLENCE

Advance agency services by being **RESPONSIVE** and **NIMBLE**, rapidly adapting to the changes in the minority business landscape.

U.S. Minority Business Enterprises



- Contribute **\$1.4 trillion** in economic output
- 11% of minority-owned firms have paid employees — **7.2 million jobs**
- Represent **29% of all firms** in the U.S.

There are

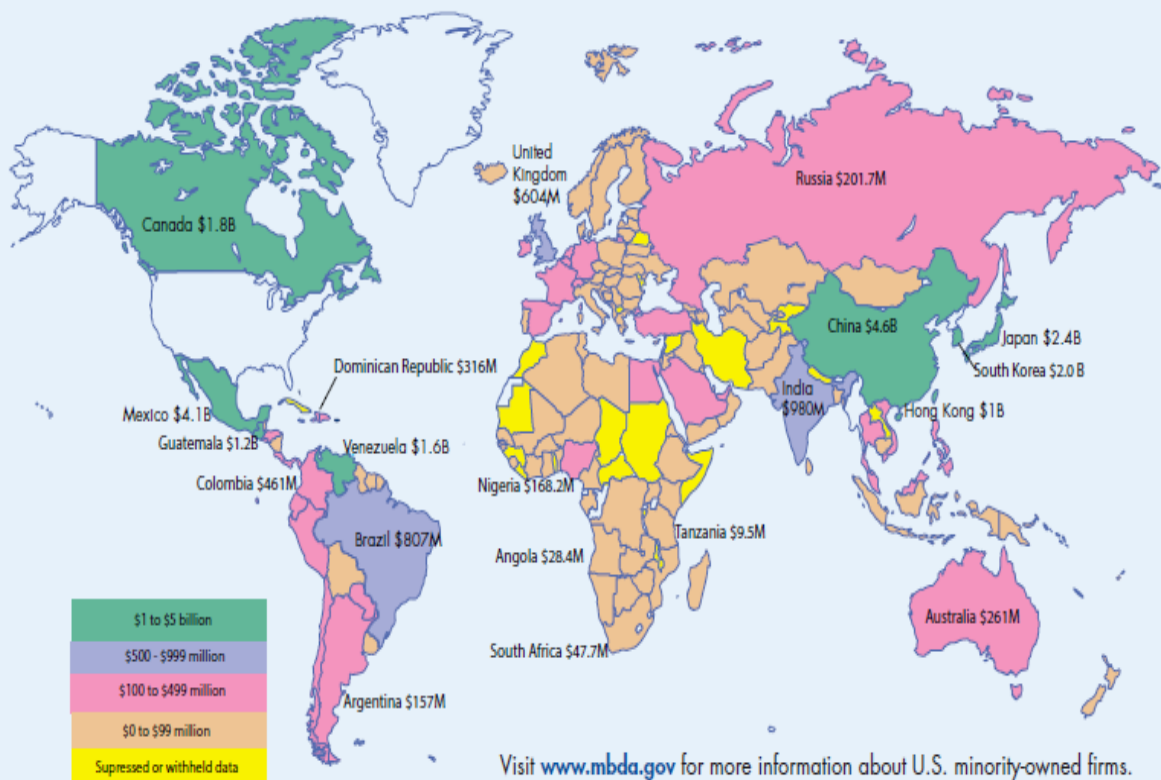
**8
million**

minority-owned
businesses in the U.S.

U.S. Minority-Owned Firms & Export Sales (2007)



95% of the World's Consumers are Outside the U.S.



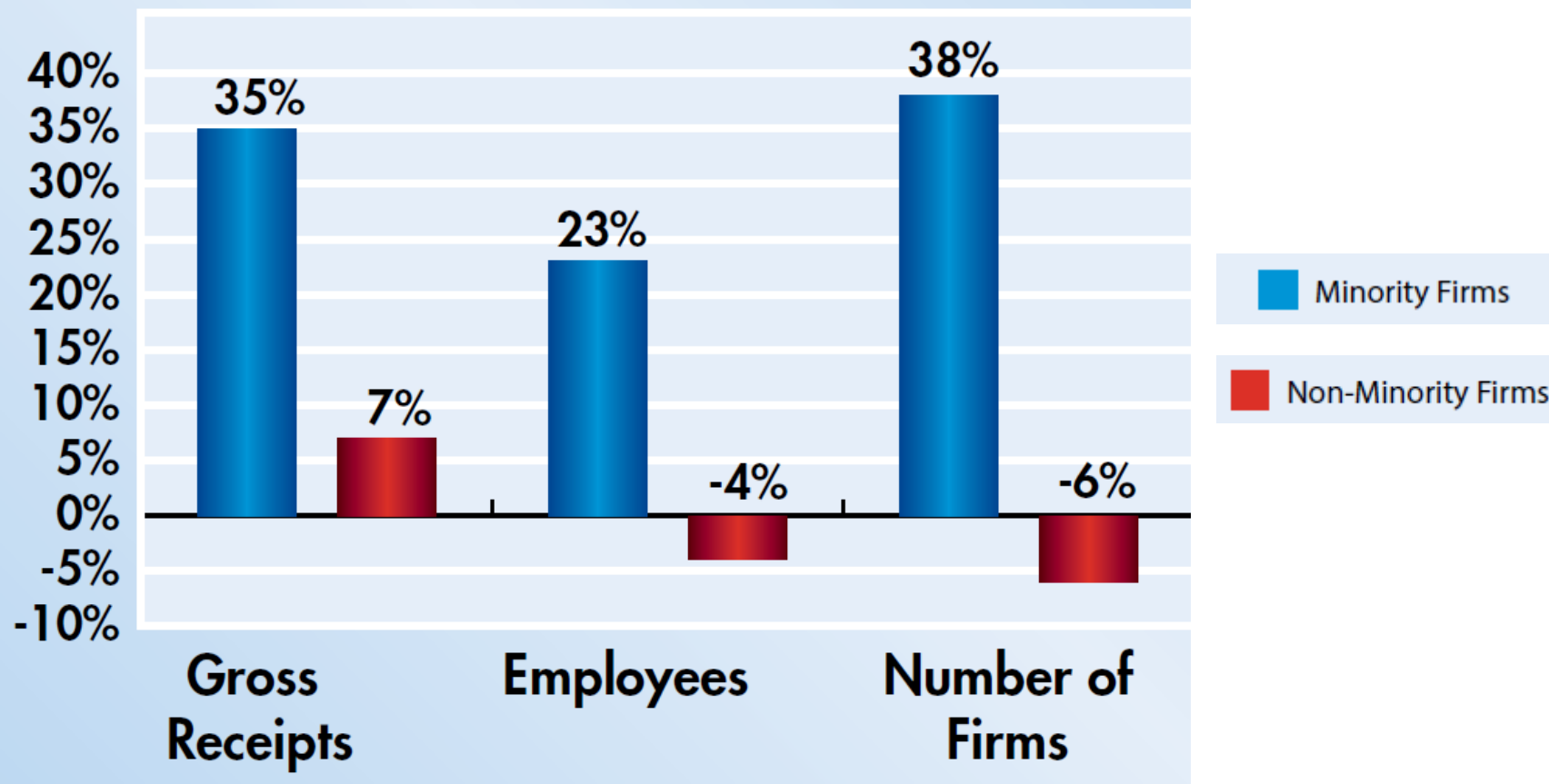
MBEs are:

- Uniquely qualified to enter global markets
- 2x as likely to export
- 3x as likely to already have international operations
- 6x as likely to transact in a language other than English

Source: U.S. Census Bureau, 2007 Survey of Business Owners released June 2010

Source: MBDA, Minority Exporters: Characteristics and Strategies for New Business and Expansion, 2015 6

U.S. Business Growth Comparisons (2007 – 2012)



Source: U.S. Census Bureau, 2012 Survey of Business Owners released December 2015

MBDA BUSINESS CENTERS



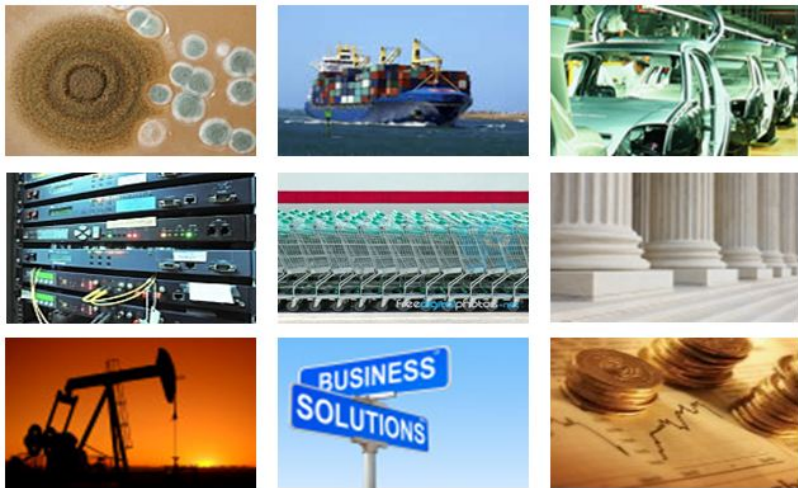
MBDA Services: Access to Contracts



- Identification of procurement opportunities
- Opportunity matching and referrals
- Solicitation analysis
- Bid and proposal preparation
- Business certifications and registration assistance
- Targeted teaming arrangements and joint ventures



Specialty Expertise in the Network



- Federal Contracting Center
- Advanced Manufacturing Centers
- Export Centers
- Technology Transfer and Innovation

MBDA Supporting MBEs and the Next Generation in Technology



A national clearinghouse for the minority business community to:

- Access existing federal resources and public/private partnerships
- Accelerate technology commercialization and federal innovation (e.g., patents, R&D services, workforce and equipment agreements)

Partners include:



Commercial Construction



R-50 Systems vs. Conventional R-50



Size

1" – 1.5"
thickness



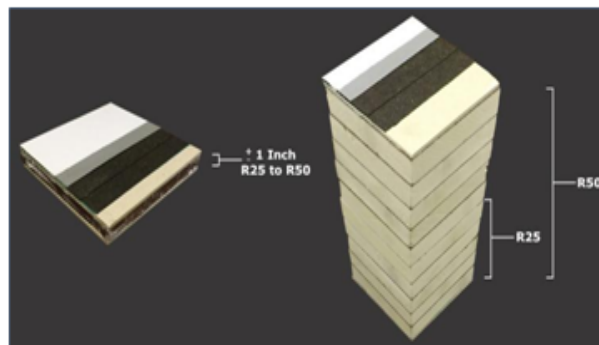
Qualities

Fireproof
Mold-resistant
100% American-made



Sustainability

Recyclable
Reusable



Size

10" – 15"
thickness



Qualities

Not always
Fireproof
Mold-resistant



Sustainability

Not recyclable
Not reusable

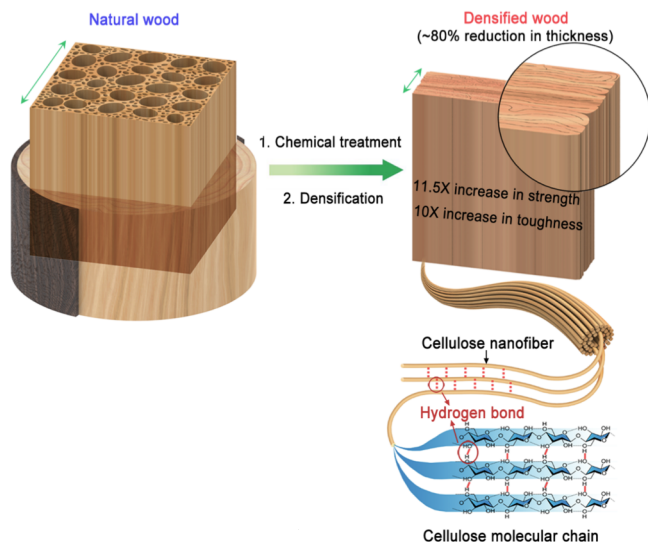


MBE Client Success (Continued)

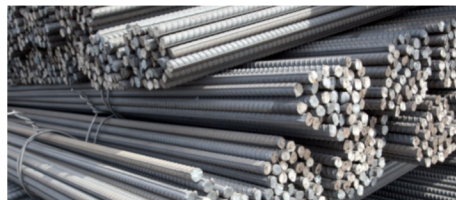


Super Wood SBIR

- International interest
- Patented technology
- Simple, scalable, sustainable manufacturing



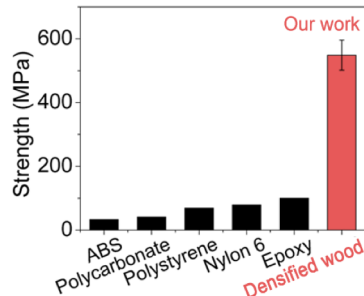
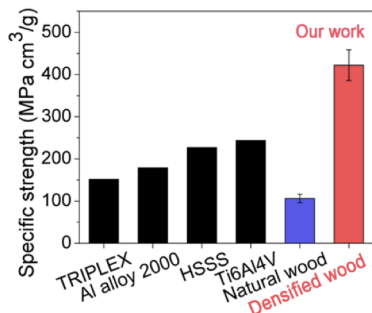
- Replace carbon fiber
- Similar performance per weight
- >10X cheaper



- Replace steel
- Similar strength, but 4-5X lighter
- Lightweight, energy efficiency
- Buildings, vehicle, defense



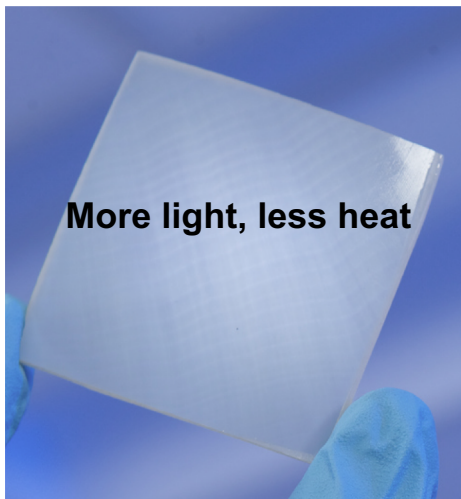
- Replace wood
- 10-20 X stronger/more fire resistant.
- Use low-cost/fast growth wood
- Thinner (more living space)



MBE Client Success (Continued)



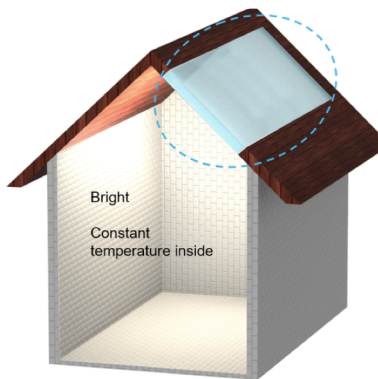
Transparent Wood R&D Energy



- Received USDA SBIR Phase I & submitting Phase II
- Patented technology
- Simple, scalable, sustainable manufacturing
- Two types: (1) Clear wood; (2) Light guide wood



- Replace glass (4X cheaper)
- 6X better thermal insulation (energy efficiency building)
- Lighter and tougher than glass
- CO₂ negative building material



- Light guide wood for ceiling/roof)
- Uniform lighting (new design capability)
- When integrated, increase solar cell efficiency by 30-40%
- When needed, can keep wood patterns

Commerce Bureaus



OS

Office of Small and Disadvantaged
Business Utilization



EDA

Trade Adjustment Assistance Centers
University Centers
Revolving Loan Funds



ITA

U.S. Export Assistance Centers
Trade Information Center
Advocacy Center
Sustainable Manufacturing
Export Trade Certificate
Export Yellow Pages
Strategic Partnership Program
Invest in America
Trade Missions Program
Featured U.S. Exporters (FUSE)
Global Teams Program
Trade Agreements Compliance Program
Office of Intellectual Property Enforcement
Trade Finance Guide -Financial Services
International Buyer Program
Florence Agreement Program
U.S. Foreign-Trade Zones
Haiti Earned Import Allowance
Office of Textiles and Apparel
Subsidies Enforcement Office
Steel Import Monitoring and Analysis
Trade Remedy Compliance
Petition Counseling and Analysis
Watch and Jewelry Program
Wool Fabric Tariff



MBDA

MBDA Business Centers
American Indian Alaska Native Centers
Specialty Centers
Opportunity Initiatives



NTIS

World News Collection
National Technical Reports Library
DEA Controlled Substances Act (CSA) Database
Social Security Administration's Death Master File
NTIS Customer Contact Center



USPTO

Inventor's Assistance Program
Roster of Patent Attorney's
Patent and Trademark Depository
IP Basics Programs
Trademark Assistance Center



CENSUS

Statistics of US Business
Survey of Business Owners
Economic Census
Industry Classification
Decennial Census
American Community Survey
Current Population Survey
Survey of Income
Local Employment Dynamics
Business Help Site



NIST

Measurement Services
Office of Technology
Partnerships/SBIR
Manufacturing Extension Partnership
Technology Innovation Program
Baldrige Performance Excellence
Program



NOAA

MMC Web Mapping
Fishery Contingency Fund
Navigational Services
Small Business Innovation Research
Digital Coast
Fishing Vessel Capital Construction
Fund
Fisheries Finance Program
Seafood Inspection



ESA/BEA

Economic Indicators
Survey of Current Business



BIS

Export Controls Counseling Centers



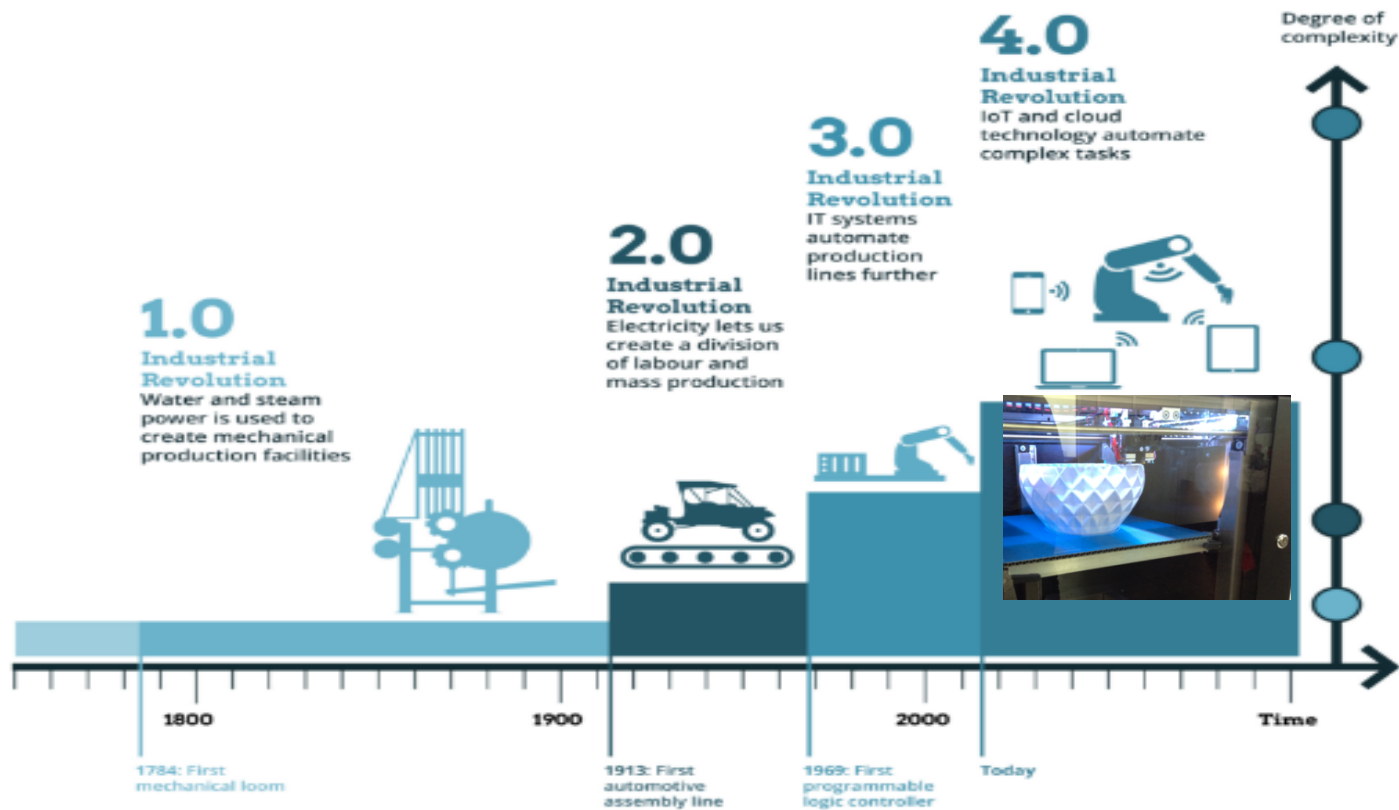
NTIA

Federal Frequency Management
Coordination of Frequency
Broadband Technology Opportunities

Note: Programs subject to change

INDUSTRIES OF THE FUTURE

From Industry 1.0 to Industry 4.0



Recommended Links



- www.SELECTUSA.gov Foreign Direct Investment w/ 20+ Federal Inter -Agencies
- www.USA.gov Small Business “One Stop” Shop / Intro to Government Contracting
- www.Export.gov Global Export Markets via U.S. International Trade Administration
- www.Regulations.gov Proposed Rules, Rules, Notices, Federal Register & Actions
- www.Grants.gov Government Access to Grants & Collaborative Agreements
- www.Fedbizopps.gov Government Military and Defense Contract Opportunities Site
- www.SBIR.gov 12 Federal Agencies w/ access to SBIR Technology Transfer funds
- <https://www.federallabs.org/> Federal Laboratory Consortiums R&D Collaborations
- www.uspto.gov U.S. Patents & Trade Office – Protection of Intellectual Property
- www.noaa.gov National Oceanic and Atmospheric Administration
- <https://www.sba.gov/funding-programs/surety-bonds> Small Business Admin.

Summary



WHO WE ARE: MBDA is the only Federal Government agency solely dedicated to the growth and global competitiveness of minority business enterprise.

WHAT WE DO: Our initiatives, programs, and services provide greater access to capital, contracts, and markets for minority-owned businesses.

WHY WE DO IT: Minority-owned firms expand the U.S. economy, strengthen local communities, and support greater job creation.

Thank you!



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Visit us: www.mbda.gov